

**AUTHORIZED FEDERAL SUPPLY SERVICE  
SCHEDULE PRICE LIST FOR  
MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)  
SCHEDULE**

**FSC Group 874  
Contract Number GS-02F-0071S**

**Special Item Numbers (SIN):**

- SIN 874-4 Training Services

**Period Covered by Contract: 27 January 2011 - 26 January 2016**

**Business size: Large**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The internet address for GSA Advantage! is [www.gsaadvantage.gov](http://www.gsaadvantage.gov).

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).

**Northrop Grumman Space & Mission Systems Corp.**  
12900 Federal Systems Park Drive  
Fairfax, Virginia 22003-4411

<http://www.is.northropgrumman.com/contracts/gsa/mobis/index.html>

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## Table of Contents

1.0 Customer Information.....	3
2.0 Overview of Northrop Grumman MOBIS Offerings.....	6
3.0 Northrop Grumman MOBIS Labor Categories and Rates.....	7
<i>Table 1 Northrop Grumman's Labor Rates for Contractor Site and Government Site.....</i>	<i>7</i>
<i>Table 2 Northrop Grumman's Education/Experience Substitution Policy.....</i>	<i>13</i>
<i>Table 3 Northrop Grumman Proposed Labor Categories.....</i>	<i>13</i>

## 1.0 CUSTOMER INFORMATION

Item	Description	Applicable Terms
1a	Table of awarded special item numbers with cross-reference to item descriptions and awarded prices	Special Item Number 874-4 Training Services
1b	Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract	Model numbers are not applicable for this contract. See attached for hourly rates and labor category descriptions.
1c	Contractor hourly rates, description of corresponding job titles, experience, functional responsibility and education	Hourly rates are provided in Table 1 for Contractor site labor rates and Government site labor rates. The education/experience substitution policy is provided in Table 2. Descriptions for each labor category are provided in Table 3.
2	Maximum order	The maximum order provided in the contract clause 52.216-19, Order Limitations (Oct 1995) is \$1,000,000.00. Orders in excess of this amount may be accepted by Northrop Grumman Space & Mission Systems
3	Minimum order	The minimum order provided in the contract clause 52.216-19, Order Limitations (Oct 1995) is \$100.00. Orders below this amount may be accepted by Northrop Grumman
4	Geographic coverage	Northrop Grumman will provide domestic and overseas delivery.
5	Points of production	Personnel may be provided from any location as provided in individual orders.
6	Discount from list prices	Northrop Grumman Space & Mission Systems offers a 1% discount on fully funded delivery orders in excess of \$750,000.00 and a 5% discount on fully funded delivery orders in excess of \$1,000,000.00. The discounts offered will apply to labor costs at the bottom line of the delivery order, not to individual labor rates.
7	Quantity discounts	See item 6 above.
8	Prompt payment terms	Net 30 days
9a	Government purchase cards accepted at or below the micro-purchase threshold	Government purchase cards are accepted at or below the micro-purchase threshold.
9b	Government purchase cards accepted above the micro-purchase threshold	Government purchase cards are also accepted above the micro-purchase threshold.

<b>Item</b>	<b>Description</b>	<b>Applicable Terms</b>
<b>10</b>	<b>Foreign items</b>	No foreign items are anticipated. If any foreign items are provided they will be identified on individual order proposals.
<b>11a</b>	<b>Time of delivery</b>	Specific delivery time will be provided on each individual order.
<b>11b</b>	<b>Expedited Delivery</b>	Not applicable.
<b>11c</b>	<b>Overnight and 2-day delivery</b>	Not applicable.
<b>11d</b>	<b>Urgent requirements</b>	Clause I-FSS-140-B, Urgent Requirements, applies to the Northrop Grumman Space & Mission Systems Corp. MOBIS Schedule Contract. Ordering agencies may contact Erin Murphy at 703.556.1641 to inquire about faster delivery.
<b>12</b>	<b>F.O.B. Points</b>	Destination
<b>13a</b>	<b>Ordering address</b>	Therese L. Peña Northrop Grumman Space & Mission Systems Corp. 12900 Federal Systems Park Drive Fairfax, Virginia 22003-4411
<b>13b</b>	<b>Ordering procedures</b>	For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.
<b>14</b>	<b>Payment address</b>	Northrop Grumman Mission Systems C/O JP Morgan Chase, New York P.O. Box 27307 New York, NY 10087-7307 ABA Number See Invoice Account Number See Invoice
<b>15</b>	<b>Warranty provision</b>	For the purpose of this contract, commitments, warranties and representations include that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the Government for consequential damages resulting from any defect or deficiencies in accepted items. The Contractor shall comply with all applicable Federal, State and local laws, executive orders, rules and regulations applicable to its performance under this contract.
<b>16</b>	<b>Export packing charges</b>	Not applicable.
<b>17</b>	<b>Terms and conditions of Government purchase card acceptance</b>	In accordance with the Government purchase card guidelines.

<b>Item</b>	<b>Description</b>	<b>Applicable Terms</b>
<b>18</b>	<b>Terms and conditions of rental, maintenance, and repair</b>	Not applicable.
<b>19</b>	<b>Terms and conditions of installation</b>	Not applicable.
<b>20</b>	<b>Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices</b>	Not applicable.
<b>20a</b>	<b>Terms and conditions for any other services</b>	The terms and conditions of contract GS-02F-0071S apply to all orders.
<b>21</b>	<b>List of service and distribution points</b>	Not applicable.
<b>22</b>	<b>List of participating dealers</b>	Not applicable.
<b>23</b>	<b>Preventive maintenance</b>	Not applicable.
<b>24a</b>	<b>Special attributes such as environmental attributes</b>	None.
<b>24b</b>	<b>Section 508 compliance information</b>	Ordering agencies shall state in delivery order solicitations their requirements for Section 508 compliance, if any. The price of Section 508 compliance shall be negotiated on a delivery order basis.
<b>25</b>	<b>Data Universal Number System (DUNS) number</b>	152791505
<b>26</b>	<b>Notification regarding registration in Central Contractor Registration (CCR) database</b>	Northrop Grumman Space & Mission Systems Corp. is registered in the CCR; its entry can be viewed via the above provided DUNS number. NGMS has several listings in the CCR. For the purposes of this contract, the DUNS number is 152791505 and the CAGE Code is 1B054.

## **2.0 OVERVIEW OF NORTHROP GRUMMAN MOBIS OFFERINGS**

Northrop Grumman Space & Mission Systems (Northrop Grumman) is a multinational corporation with headquarters in McLean, Virginia. Northrop Grumman, offers a full range of professional services to all agencies and departments, both defense and civil, of the Federal Government. Under its GSA Mission Oriented Business Integrated Services (MOBIS) Schedule, Northrop Grumman serves all 50 states, the District of Columbia, U.S. Territories, and all U.S. Government locations abroad.

### **SIN 874-4 Training Services**

Northrop Grumman shall provide off-the-shelf or customized off-the-shelf training packages to meet specific agency needs relating to business services. Training course topics/themes covered by this SIN are:

- Customer service
- Team building
- Performance measurement, benchmarking
- Business process improvements or business process reengineering
- Quality standard development and organizational performance measurement
- Management and Leadership development
- Problem solving techniques
- Change management
- Strategic planning
- Quality management, quality standards
- ISO 9000

### 3.0 NORTHROP GRUMMAN MOBIS LABOR CATEGORIES AND RATES

**Table 1. Northrop Grumman's Labor Rates for Contractor Site and Government Site.**

MANAGEMENT & ADMINISTRATIVE		Government Site Rate Year 6 - 2011	Government Site Rate Year 7 - 2012	Government Site Rate Year 8 - 2013	Government Site Rate Year 9 - 2014	Government Site Rate Year 10 - 2015
LABOR CATEGORY						
1)	Sr. Program Manager	\$106.54	\$109.74	\$113.03	\$116.43	\$119.91
2)	Program Manager	\$94.04	\$96.86	\$99.76	\$102.75	\$105.84
3)	Sr. Business Specialist	\$99.37	\$102.35	\$105.42	\$108.59	\$111.84
4)	Business Specialist	\$82.05	\$84.51	\$87.05	\$89.66	\$92.35
5)	Sr. Admin Specialist	\$63.83	\$65.74	\$67.70	\$69.74	\$71.83
6)	Clerk III	\$38.30	\$39.44	\$40.63	\$41.85	\$43.11
TRAINING DEVELOPMENT		Government Site Rate Year 6 - 2011	Government Site Rate Year 7 - 2012	Government Site Rate Year 8 - 2013	Government Site Rate Year 9 - 2014	Government Site Rate Year 10 - 2015
LABOR CATEGORY						
7)	Media Specialist	\$58.17	\$59.92	\$61.72	\$63.57	\$65.48
8)	Audio-Visual Technician 3	\$49.14	\$50.62	\$52.13	\$53.69	\$55.30
9)	Sr. Instructional Designer	\$81.90	\$84.35	\$86.89	\$89.49	\$92.18
10)	Instructional Designer	\$65.73	\$67.70	\$69.73	\$71.82	\$73.98
11)	Jr. Instructional Designer	\$46.57	\$47.97	\$49.40	\$50.89	\$52.41
12)	Courseware Developer	\$67.46	\$69.49	\$71.57	\$73.72	\$75.94
TRAINING DELIVERY		Government Site Rate Year 6 - 2011	Government Site Rate Year 7 - 2012	Government Site Rate Year 8 - 2013	Government Site Rate Year 9 - 2014	Government Site Rate Year 10 - 2015
LABOR CATEGORY						
13)	Sr. Military Trainer	\$62.53	\$64.40	\$66.33	\$68.32	\$70.37
14)	Military Trainer	\$52.19	\$53.75	\$55.36	\$57.02	\$58.74
15)	Exercise Support Specialist	\$56.68	\$58.38	\$60.14	\$61.94	\$63.80
MODELING AND SIMULATION		Government Site Rate Year 6 - 2011	Government Site Rate Year 7 - 2012	Government Site Rate Year 8 - 2013	Government Site Rate Year 9 - 2014	Government Site Rate Year 10 - 2015
LABOR CATEGORY						
16)	Sr. Engineer	\$103.04	\$106.13	\$109.31	\$112.60	\$115.97
17)	Engineer	\$82.00	\$84.47	\$87.00	\$89.61	\$92.30
18)	Sr. Information Analyst	\$97.95	\$100.89	\$103.91	\$107.04	\$110.24
19)	Information Analyst	\$61.27	\$63.10	\$64.99	\$66.95	\$68.95
20)	Requirements Analyst 1	\$93.22	\$96.01	\$98.90	\$101.87	\$104.92
21)	Requirements Analyst 2	\$77.96	\$80.30	\$82.71	\$85.18	\$87.74
22)	Requirements Analyst 3	\$60.56	\$62.37	\$64.25	\$66.17	\$68.16
23)	Requirements Analyst 4	\$48.40	\$49.85	\$51.34	\$52.88	\$54.48
24)	Database Mgmt Specialist	\$85.60	\$88.17	\$90.82	\$93.54	\$96.35

25) Jr. Database Mgmt Specialist	\$64.55	\$66.50	\$68.49	\$70.55	\$72.66
26) Sr. Facilitator	\$99.95	\$102.95	\$106.04	\$109.21	\$112.50

MANAGEMENT & ADMINISTRATIVE		Contractor Site Rate Year 6 - 2011	Contractor Site Rate Year 7 - 2012	Contractor Site Rate Year 8 - 2013	Contractor Site Rate Year 9 - 2014	Contractor Site Rate Year 10 - 2015
LABOR CATEGORY						
1) Sr. Program Manager		\$132.31	\$136.28	\$140.37	\$144.59	\$148.92
2) Program Manager		\$116.78	\$120.29	\$123.89	\$127.61	\$131.44
3) Sr. Business Specialist		\$99.37	\$102.35	\$105.42	\$108.59	\$111.84
4) Business Specialist		\$82.05	\$84.51	\$87.05	\$89.66	\$92.35
5) Sr. Admin Specialist		\$79.26	\$81.64	\$84.09	\$86.60	\$89.20
6) Clerk III		\$47.56	\$48.99	\$50.46	\$51.98	\$53.53
TRAINING DEVELOPMENT		Contractor Site Rate Year 6 - 2011	Contractor Site Rate Year 7 - 2012	Contractor Site Rate Year 8 - 2013	Contractor Site Rate Year 9 - 2014	Contractor Site Rate Year 10 - 2015
LABOR CATEGORY						
7) Media Specialist		\$72.25	\$74.41	\$76.64	\$78.95	\$81.32
8) Audio-Visual Technician 3		\$61.02	\$62.86	\$64.74	\$66.69	\$68.68
9) Sr. Instructional Designer		\$101.71	\$104.76	\$107.89	\$111.14	\$114.47
10) Instructional Designer		\$81.63	\$84.08	\$86.59	\$89.19	\$91.87
11) Jr. Instructional Designer		\$57.83	\$59.56	\$61.35	\$63.19	\$65.08
12) Courseware Developer		\$83.78	\$86.29	\$88.88	\$91.55	\$94.30

TRAINING DELIVERY		Contractor Site Rate Year 6 - 2011	Contractor Site Rate Year 7 - 2012	Contractor Site Rate Year 8 - 2013	Contractor Site Rate Year 9 - 2014	Contractor Site Rate Year 10 - 2015
LABOR CATEGORY						
13) Sr. Military Trainer		\$77.65	\$79.98	\$82.37	\$84.84	\$87.39
14) Military Trainer		\$64.81	\$66.75	\$68.75	\$70.82	\$72.94
15) Exercise Support Specialist		\$70.39	\$72.51	\$74.69	\$76.92	\$79.23

MODELING AND SIMULATION		Contractor Site Rate Year 6 - 2011	Contractor Site Rate Year 7 - 2012	Contractor Site Rate Year 8 - 2013	Contractor Site Rate Year 9 - 2014	Contractor Site Rate Year 10 - 2015
LABOR CATEGORY						
16) Sr. Engineer		\$127.96	\$131.80	\$135.76	\$139.83	\$144.02
17) Engineer		\$101.84	\$104.89	\$108.04	\$111.28	\$114.62
18) Sr. Information Analyst		\$121.65	\$125.29	\$129.05	\$132.92	\$136.91
19) Information Analyst		\$76.09	\$78.36	\$80.72	\$83.14	\$85.64
20) Requirements Analyst 1		\$115.77	\$119.24	\$122.81	\$126.50	\$130.30
21) Requirements Analyst 2		\$96.82	\$99.72	\$102.71	\$105.80	\$108.97

22) Requirements Analyst 3	\$75.21	\$77.47	\$79.78	\$82.18	\$84.64
23) Requirements Analyst 4	\$60.11	\$61.91	\$63.76	\$65.68	\$67.64
24) Database Mgmt Specialist	\$106.31	\$109.50	\$112.78	\$116.16	\$119.65
25) Jr. Database Mgmt Specialist	\$80.17	\$82.57	\$85.05	\$87.60	\$90.23
26) Sr. Facilitator	\$124.12	\$127.85	\$131.68	\$135.63	\$139.70

**Table 2. Northrop Grumman's Education/Experience Substitution Policy**

Degree	Degree and Experience Substitution	Related Experience Substitution
Associate's	2 years	2 years
Bachelor's	Associate's + 2 years	4 years
Master's	Bachelor's + 2 years	6 years
Doctorate	Master's + 4 years	10 years

**Table 3. Northrop Grumman Proposed Labor Categories**

	Labor Category	Description
1	Senior Program Manager	Requires a Bachelor's degree in management, training, education, or equivalent with 20 years' experience of which a minimum of 10 years must be specialized in managing projects, contracts, funds, and resources.
2	Program Manager	Requires a Bachelor's degree in management, training, education, or equivalent with 10 years' experience with the design, development, and delivery of training products and services.
3	Senior Business Specialist	Requires a Bachelor's degree and 12 years' experience in performing business operations analysis, program control, or contract administration for government or commercial programs.
4	Business Specialist	Requires a Bachelor's degree and 6 years' experience in performing business operations analysis, program control, or contract administration for government or commercial programs.
5	Senior Administrative Specialist	Requires a High School diploma and 6 years' related education and/or experience in business management. Must provide clerical and administrative support to projects and/or functional or staff organizations. May lead lower-level employees.
6	Clerk 3	Requires a High School diploma and 2 years' related education and/or experience. Must perform various general clerical and administrative duties in support of technical/administrative managers and/or professional staff.
7	Media Specialist	Requires a Bachelor's degree in media production or equivalent with 3 years' experience of which a minimum of 1 year must be specialized in the design, development and implementation of audio-visual media.
8	Audio-Visual Technician 3	Requires a High School diploma and 6 years' related education and/or experience. Must provide audio-visual support in filming, editing, sound, lighting and/or equipment repair. May lead lower-level employees.
9	Senior Instructional Designer	Requires a Bachelor's degree in training, education, or equivalent with 10 years' experience of which a minimum of 4 years must be specialized in the design and development of training products and services.
10	Instructional Designer	Requires a Bachelor's degree in training, education, or equivalent with 4-6 years' experience of which a minimum of 1 year must be specialized in the design and development of training products and services. (Increased from a 962.)
11	Junior Instructional Designer	Requires a Bachelor's degree in training, education, or equivalent with knowledge of design and development of training products and services.
12	Courseware Developer	Requires a Bachelor's degree in training, education, or equivalent with 4-6 years' experience of which a minimum of 1 year must be specialized in courseware authoring for CBT. (Increased from a 962.)

	Labor Category	Description
13	Senior Military Trainer	Requires a Bachelor's degree with 15 years' experience of which a minimum of 6 years must be specialized in military training.
14	Military Trainer	Requires a Bachelor's degree with 6-8 years' experience of which a minimum of 4 years must be specialized in military training.
15	Exercise Support Specialist	Requires a Bachelor's degree with 10 years experience of which a minimum of 4 years must be specialized in the in the design and/or control of integrated field or simulation exercises.
16	Senior Engineer	Requires a Bachelor's degree in engineering, physics, computer science, or equivalent with 10 years' experience of which a minimum of 4 years must be specialized in the design, integration, and installation of hardware systems.
17	Engineer	Requires a Bachelor's degree in engineering, physics, computer science, or equivalent with 5 years' experience of which a minimum of 2 years must be specialized in eh design, integration, and installation of hardware systems.
18	Senior Information Analyst	Requires a Bachelor's degree with 10 years' experience of which a minimum of 4 years must be specialized in the analysis or application of information technology systems.
19	Information Analyst	Requires a Bachelor's degree with 3 years' experience of which a minimum of 1 year must be specialized in the analysis or application of information technology systems.
20	Requirements Analyst I	Requires a Master's degree and 8 years' experience. Duties may include analysis of complex problems, definition of functional requirements, operations research, modeling, process analysis and design, developing and providing training materials, and providing daily supervision.
21	Requirements Analyst II	Requires a Bachelor's degree and 8 years' experience. Duties may include analysis of complex problems, definition of functional requirements, operations research, modeling, process analysis and design, developing and providing training materials, and providing daily supervision.
22	Requirements Analyst III	Requires a Bachelor's degree and 5 years' experience. Duties may include analysis of complex problems, definition of functional requirements, operations research, modeling, process analysis and design, developing and providing training materials, and providing daily supervision.
23	Requirements Analyst IV	Requires a Bachelor's degree and 2 years' experience. Duties may include analysis of complex problems, definition of functional requirements, operations research, modeling, process analysis and design, developing and providing training materials.
24	Database Management Specialist	Requires a Bachelor's degree with 5 years' experience of which a minimum of 2 years must be specialized in database development and administration.
25	Junior Database Management Specialist	Requires a Bachelor's degree with training in database development and administration.
26	Senior Facilitator	Requires a Bachelor's degree and 15 years experience in required field; with at least 6 years experience in the facilitation of working group and team processes. Must have demonstrated problem-solving skills associated with such facilitation with the federal government or private industry. Must possess technical insight / capabilities of strategic significance in subject area which is nationally recognized.